WHAT IS CLAIMED IS:

1.   A method for tracking deals using a web-based system including a server system coupled to a centralized interactive database and at least one client system, said method comprising the steps of:

receiving deal information into a centralized database;

5   storing the deal information into various sub-sections of the centralized database and cross-referencing the deal information against a unique identifier for easy retrieval and update; and

retrieving the deal information from the centralized database in response to an inquiry to provide a current status of the deal.

10   2.   A method according to Claim 1 wherein said step of receiving deal information further comprises the step of organizing deal information into various sub-sections of the database.

3.   A method according to Claim 1 wherein said step of receiving deal information further comprises the step of adding at least one of New Contacts, 15 Notes regarding a specific Contact, Action Items with reference to a specific Contact, Products, and Product Tables.

4.   A method according to Claim 3 wherein said step of adding new contact information further comprises the steps of adding at least one of a Contact Name, a Title, a Company Name, a Company Address including a City 20 Name, a State, and a Zip Code, a Phone Number, a Fax Number, an E- Mail address, Deal Status, Deal Amount that can be realized if the deal is closed, Probability of Sale, Expected Close Date, Open Action Items, a Promotion Code, a Contact Source, a Line of Business, a number of Employees and Sales Volume of the business.

5.   A method according to Claim 1 wherein said step of storing the 25 deal information further comprises the step of updating at least one of a Contact Name, a Title, a Company Name, a Company Address including a City Name, a State, and a Zip Code, a Phone Number, a Fax Number, an E- Mail address, Deal Status, Deal Amount that can be realized if the deal is closed, Probability of Sale, Expected Close Date, Open Action Items, a Promotion Code, a Contact Source, a Line of

Business, a number of Employees and Sales Volume of the business, Notes, Action Items, Products, Database Sub-Sections, Deal History, Contact Information, various Management reports, and other relevant information about the Deal.

6.   A method according to Claim 5 wherein said step of updating the deal information further comprises the steps of:

adding and deleting individual records; and

editing the deals and deals related information.

7.   A method according to Claim 5 wherein said step of updating the deal information into the centralized database further comprises the step of entering the deal information online.

8.   A method according to Claim 5 wherein said step of updating the deal information further comprises the step of entering information at least through one of a voice activation command and a device connected to the client system.

9.   A method according to Claim 1 wherein said step of storing the deal information further comprises the steps of:

tracking the deal information on a real time basis; and

storing the deal information on a real time basis by updating stored information by adding the new information to the centralized database on a real time basis to provide up-to-date deal information instantaneously to the user upon a request.

10.   A method according to Claim 1 wherein said step of retrieving the deal information in response to an inquiry further comprises the steps of:

downloading requested information from a server system; and

displaying at least one of Notes, Action Items, Products, Database Sub-Sections, Deal History, and Contact Information through various management reports on a client system in response to the inquiry.

11.   A method according to Claim 1 wherein said step of retrieving the deal information further comprises the steps of:

printing requested information in a pre-determined format; and

printing at least one of management report regarding Descriptions, Contacts, Action Items, Activities, Sales Funnel, Sales Forecast, Won and Lost Deals, Products and Exporting Contact Data..

12.   A method according to Claim 1 wherein said step of retrieving the deal information further comprises the step of providing the deal information to the user.

13.   A method according to Claim 12 wherein said step of providing the deal information further comprises the steps of:

receiving an inquiry from the client system; and

displaying information on the client system.

14.   A method according to Claim 13 wherein said step of receiving an inquiry from the client system further includes the step of submitting a request through at least one of pull down menus, check boxes, and hypertext links.

15.   The method according to Claim 13 wherein said step of displaying information further includes the step of displaying an HTML document downloaded by the server system.

16.   A method according to Claim 13 wherein said step of displaying further comprises the step of displaying at least one alternative from various alternatives available to the user.

17.   A method according to Claim 10 wherein said step of downloading the information in response to the inquiry further comprises the steps of:

accessing the centralized database;

searching the database regarding the specific inquiry;

retrieving information from the database; and

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transmitting the retrieved information to the client system for display by the client system.

18. A method according to Claim 10 wherein said step of downloading further comprises the step of downloading extracted deal information and other relevant data into at least one of a database software and a financial spread sheet software.

19. A method according to Claim 1 wherein said step of receiving further comprises the step of receiving data extracts from at least one of a database software and a financial spread sheet software.

20. A method for tracking and managing deals using a web-based system including a server system coupled to a centralized interactive database and at least one client system, said method comprising the steps of:

setting up the user's organizational hierarchy through enrollment process and then:

maintaining database by adding, deleting and updating information;

tracking action items according to assigned priorities;

generating management reports; and

providing flexibility to an administrator to modify user profile information.

21. A method according to Claim 20 further comprising the step of providing online help to the user by downloading a user manual on to a client device.

22. A method according to Claim 20 wherein said step of setting up the user's organizational hierarchy through enrollment process further comprises the steps of:

providing information about a user, the user's company, number of users planning to utilize the method, a name of an administrator and other related information, and payment information including a credit card number, billing address, credit card type, credit card expiration date; and

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providing information about the user's sales organization including sales territories, information about each sales representative and associated sales territory each sales representative is assigned to, and reporting relationship among sales territories.

23.   A method according to Claim 20 wherein said step of setting up the user's organizational hierarchy through enrollment process further comprises the steps of:

adding another territory;

renaming a territory;

adding another user; and

updating a user.

24.   A method according to Claim 20 wherein said step of generating management reports further comprises the step of generating at least one of Descriptions Report, Contacts Report, Action Items Report, Activities Report, Sales Funnel Report, Sales Forecast Report, Won and Lost Deals Report, and Products Report.

25.   A method according to Claim 20 wherein said step of providing flexibility to an administrator further comprises providing option to the administrator which includes at least one of changing company profile option, changing payment information option, changing organization structure option, updating users option, changing administrator option, and updating product table option.

26.   A method according to Claim 20 wherein said step of maintaining the database by adding, deleting and updating information further comprises the step of maintaining at least one of a Contact Name, a Title, a Company Name, a Company Address including a City Name, a State, and a Zip Code, a Phone Number, a Fax Number, an E- Mail address, Deal Status, Deal Amount that can be realized if the deal is closed, Probability of Sale, Expected Close Date, Open Action Items, a Promotion Code, a Contact Source, a Line of Business, a number of Employees and Sales Volume of the business, Notes, Action Items, Products,

Database Sub-Sections, Deal History, Contact Information, various Management reports, and other relevant information about the Deal.

27. The method according to Claim 20 wherein the client system and the server system are connected via a network and wherein the network is one of a wide area network, a local area network, an intranet and the Internet.

28. A web-based system for managing and tracking sales leads, said system comprising:

a client system comprising a browser;

a data storage device for storing lead information;

a server system configured to be coupled to said client system and said database, said server system further configured to:

receive deal information into a centralized database;

store the deal information into various sub-sections of the centralized database and cross-reference the deal information against an unique identifier for easy retrieval and update; and

retrieve the deal information from the centralized database in response to an inquiry to provide a current status of the deal.

29. A system according to Claim 28 wherein said client system is further configured with:

a displaying component for displaying at least one of a first user interface, a second user interface, a third user interface, a fourth user interface, a fifth user interface, a sixth user interface, a seventh user interface, an user interface depicting sales tracker organization set up screen, an user interface prompting the user to supply information on level 2 and level 3 territories, a user interface for providing detail information about every user, a user interface detailing the organization structure as entered by the user, a user interface displaying a thank you message once the enrollment is complete;

a displaying component for displaying at least one of a home page user interface, a View Database user interface, an Add New Contact user interface, a View Product table user interface, a View Notes user interface, an Add Notes user interface, a View Action Items user interface, an Add Action Items user interface, a View Products user interface, an Add Products user interface, a View Deal Status user interface, an Add New Contact user interface, an Action Items user interface, a Reporting user interface, an Add/Update Users user interface, a Change Company Profile user interface, a Change Payment Information user interface, a Change Organization user interface, an Add Territory user interface, a Move Territory user interface, a Rename Territory user interface, a Delete Territory user interface, a Change Administrator user interface, an Add/Update Product Table user interface; ; and

a sending component to send an inquiry to the server system so that the server system can process and download the requested information to the client system.

30.   A system according to Claim 29 wherein the sending component functions in response to a click of a mouse button.

31.   A system according to Claim 29 wherein the sending component functions in response to a voice command.

32.   A system according to Claim 29 wherein said system is further configured to be protected from access by unauthorized individuals.

33.   A system according to Claim 28 wherein said server system is further configured with:

a collection component for collecting information from users into the centralized database;

a tracking component for tracking information on an on-going basis;

a displaying component for displaying at least one of a first user interface, a second user interface, a third user interface, a fourth user interface, a fifth user interface, a sixth user interface, a seventh user interface, an user interface depicting sales tracker organization set up screen, an user interface prompting the user

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to supply information on level 2 and level 3 territories, a user interface for providing detail information about every user, a user interface detailing the organization structure as entered by the user, a user interface displaying a thank you message once the enrollment is complete informing the user that the enrollment is complete, a home page user interface, a View Database user interface, an Add New Contact user interface, a View Product table user interface, a View Notes user interface, an Add Notes user interface, a View Action Items user interface, an Add Action Items user interface, a View Products user interface, an Add Products user interface, a View Deal Status user interface, an Add New Contact user interface, an Action Items user interface, a Reporting user interface, an Add/Update Users user interface, a Change Company Profile user interface, a Change Payment Information user interface, a Change Organization user interface, an Add Territory user interface, a Move Territory user interface, a Rename Territory user interface, a Delete Territory user interface, a Change Administrator user interface, an Add/Update Product Table user interface;

a receiving component for receiving an inquiry from the client system regarding at least one of a first user interface, a second user interface, a third user interface, a fourth user interface, a fifth user interface, a sixth user interface, a seventh user interface, an user interface depicting sales tracker organization set up screen, an user interface prompting the user to supply information on level 2 and level 3 territories, a user interface for providing detail information about every user, a user interface detailing the organization structure as entered by the user, a user interface displaying a thank you message once the enrollment is complete informing the user that the enrollment is complete and that the user may now use the system to track sales leads, a home page user interface, a View Database user interface, an Add New Contact user interface, a View Product table user interface, a View Notes user interface, an Add Notes user interface, a View Action Items user interface, an Add Action Items user interface, a View Products user interface, an Add Products user interface, a View Deal Status user interface, an Add New Contact user interface, an Action Items user interface, a Reporting user interface, an Add/Update Users user interface, a Change Company Profile user interface, a Change Payment Information user interface, a Change Organization user interface, an Add Territory user interface, a Move Territory user interface, a Rename Territory user interface, a Delete Territory user interface, a Change Administrator user interface, an Add/Update Product Table user interface; and

an accessing component for accessing the centralized database and causing the retrieved information to be displayed on the client system.

34. A system according to Claim 33 wherein said server system further configured with a receiving component for receiving an inquiry to provide information from one of a plurality of users.

35. A system according to Claim 33 wherein said server system further configured with a processing component for searching and processing received inquiries against the data storage device containing a variety of information collected by the collection component.

36. A system according to Claim 33 wherein said server system further configured with a retrieving component to retrieve information from the data storage device.

37. A system according to Claim 33 wherein said server system further configured with an information fulfillment component that downloads the requested information after retrieving from the data storage device to the plurality of users in the order in which the requests were received by the receiving component.

38. A system according to Claim 28 wherein said server system further configured to:

receive at least one of a Contact Name, a Title, a Company Name, a Company Address including a City Name, a State, and a Zip Code, a Phone Number, a Fax Number, an E- Mail address, Deal Status, Deal Amount that can be realized if the deal is closed, Probability of Sale, Expected Close Date, Open Action Items, a Promotion Code, a Contact Source, a Line of Business, a number of Employees and Sales Volume of the business, Notes, Action Items, Products, Database Sub-Sections, Deal History, Contact Information, various Management reports, and other relevant information about the Deal;

update at least one of a Contact Name, a Title, a Company Name, a Company Address including a City Name, a State, and a Zip Code, a Phone Number, a Fax Number, an E- Mail address, Deal Status, Deal Amount that can be realized if the deal is closed, Probability of Sale, Expected Close Date, Open Action Items, a Promotion Code, a Contact Source, a Line of Business, a number of Employees and

Sales Volume of the business, Notes, Action Items, Products, Database Sub-Sections, Deal History, Contact Information, various Management reports, and other relevant information about the Deal; and

store at least one of a Contact Name, a Title, a Company Name, a Company Address including a City Name, a State, and a Zip Code, a Phone Number, a Fax Number, an E- Mail address, Deal Status, Deal Amount that can be realized if the deal is closed, Probability of Sale, Expected Close Date, Open Action Items, a Promotion Code, a Contact Source, a Line of Business, a number of Employees and Sales Volume of the business, Notes, Action Items, Products, Database Sub-Sections, Deal History, Contact Information, various Management reports, and other relevant information about the Deal.

39. A system according to Claim 28 wherein said server system further configured to enter information at least through one of a voice activation command and a device connected to the client system.

40. A system according to Claim 28 wherein said server system further configured to store the deal information against an identifier.

41. A system according to Claim 28 wherein said server system further configured to:

track the deal information on a real time basis; and

store the deal information on a real time basis by updating stored information by adding the new information to the centralized database on a real time basis to provide up-to-date deal information instantaneously to the user upon a request.

42. A system according to Claim 28 wherein said server system further configured to:

download requested information from a server system; and

display requested information on a client system in response to the inquiry.

43.   A system according to Claim 42 wherein said server system further configured to print the requested information in a pre-determined format.

44.   A system according to Claim 28 wherein said server system further configured to accept an inquiry from a user.

45.   A system according to Claim 44 wherein said server system further configured to:

receiving an inquiry from the client system; and

display information on the client system.

46.   A system according to Claim 45 wherein said server system further configured to submit a request through at least one of pull down menus, check boxes, and hypertext links.

47.   A system according to Claim 45 wherein said server system further configured to display an HTML document downloaded by the server system.

48.   A system according to Claim 45 wherein said server system further configured to display at least one alternative from various alternatives available to the user.

49.   A system according to Claim 42 wherein said server system further configured to:

access the centralized database;

search the database regarding the specific inquiry;

retrieve information from the database; and

transmit the retrieved information to the client system for display by the client system.

50.   A system according to Claim 42 wherein said server system further configured to extract sales deals tracking data into at least one of a database software and a financial spread sheet software.

51.   A system according to Claim 28 wherein said server system further configured to receive data extracts from at least one of a database software and a financial spread sheet software.

52.   A computer program embodied on a computer readable medium for managing deals, comprising:

a code segment that sets up the user's organizational hierarchy through enrollment process and then:

maintains a database by adding, deleting and updating information;

tracks action items according to assigned priorities;

generates management reports; and

provides flexibility to an administrator to modify user profile information.

53.   The computer program as recited in Claim 52 further includes a code segment that provides online help to the user by downloading a user manual on to a client device.

54.   The computer program as recited in Claim 52 that sets up the user's organizational hierarchy through enrollment process further includes:

a code segment that provides information about a user, the user's company, number of users planning to utilize the method, a name of an administrator and other related information, and payment information including a credit card number, billing address, credit card type, credit card expiration date; and

a code segment that provides information about the user's sales organization including sales territories, information about each sales representative and associated sales territory each sales representative is assigned to, and reporting relationship among sales territories.

55.   The computer program as recited in Claim 52 that sets up the user's organizational hierarchy through enrollment process further includes a code segment that:

adds another territory;

renames a territory;

adds another user; and

updates a user.

56.   The computer program as recited in Claim 52 further includes a code segment that generates at least one of Descriptions Report, Contacts Report, Action Items Report, Activities Report, Sales Funnel Report, Sales Forecast Report, Won and Lost Deals Report, and Products Report.

57.   The computer program as recited in Claim 52 further includes a code segment that provides an option to the administrator which includes at least one of changing company profile option, changing payment information option, changing organization structure option, updating users option, changing administrator option, and updating product table option.

58.   The computer program as recited in Claim 52 further includes a code segment that maintains at least one of a Contact Name, a Title, a Company Name, a Company Address including a City Name, a State, and a Zip Code, a Phone Number, a Fax Number, an E- Mail address, Deal Status, Deal Amount that can be realized if the deal is closed, Probability of Sale, Expected Close Date, Open Action Items, a Promotion Code, a Contact Source, a Line of Business, a number of Employees and Sales Volume of the business, Notes, Action Items, Products, Database Sub-Sections, Deal History, Contact Information, various Management reports, and other relevant information about the Deal.

59.   A computer program embodied on a computer readable medium for managing deals, comprising:

a code segment that receives deal information;

a code segment that enters the deal information into a centralized database;

a code segment that stores the deal information into the centralized database and cross-reference the deal information against an unique identifier; and

a code segment that provides the deal information in response to an inquiry.

60. The computer program as recited in Claim 59 further includes a code segment that assigns deals for the entire department by a manager having a supervisory authority over the department.

61. The computer program as recited in Claim 60 wherein the network is a wide area network operable using a protocol including at least one of TCP/IP and IPX.

62. The computer program as recited in Claim 60 wherein the data is received from the user via a graphical user interface.

63. The computer program as recited in Claim 60 further includes a code segment that assigns deals for an employee based on employee job classification.

64. The computer program as recited in Claim 60 further includes a code segment that assigns deals by a manager having a supervisory authority to access employee's current work folders maintained in the centralized database.

65. The computer program as recited in Claim 60 further includes a code segment that monitors work load and manages performance of sales personnel.

66. The computer program as recited in Claim 60 includes a code segment that displays information through an HTML document downloaded by the server system.

67. The computer program as recited in Claim 60 further comprising:

a code segment that accesses the centralized database;

a code segment that searches the database regarding the specific inquiry;

a code segment that retrieves information from the database; and

a code segment that causes the retrieved information to be displayed on the client system.

68.   The computer program as recited in Claim 60 wherein the client system and the server system are connected via a network and wherein the network is one of a wide area network, a local area network, an intranet and the Internet.

69.   The computer program as recited in Claim 60, and further comprising a code segment that monitors the security of the system by restricting access to unauthorized individuals.